Summary of Opportunities and Challenges Facing Processors

(Summarized from Governor's Council for Agricultural Development Interviews May-July 2012)

OPPORTUNITIES FOR PROCESSORS	CHALLENGES FOR PROCESSORS
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Central processing/branding of Connecticut	Establish a food safety program to meet Contract
products for school cafeterias	Management Companies' food safety program
	criteria (like Red Tomato has in MA)
Serving CT's "Food Deserts"	Huge market potential for local foods among the
	corporate cafeterias, healthcare facilities, schools
	and universities
Explore small cooperatives business model for CT's	Labornot just available, but skilled in proper
market (can't do large-scale.)	procedures for safety
	Regulations that are "one size fits all"no
	accommodation for smaller-scale local vs. large-
	scale nationals
	If processing facility used to full capacity through
	the year
	Willingness to share/rent processing capacity to
	others /+ processing licensing cost